# Notice of Price Agreement Award

**STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS**
**CAPITOL HILL**
**PROVIDENCE RI 02908**

| **VENDOR** | VENTURI TECHNOLOGY PARTNERS<br>400-1 TOTTEN POND RD<br>WALTHAM MA 02451 |
|---|---|

## COMPUTER TRAINING SERVICES

| Award Number | Effective Period: |
|---|---|
| **68M00303808** | **5/17/04 - 9/30/06** |

| **SHIP TO** | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA | Date: 05/20/2004<br>Buyer: JEROME MOYNIHAN<br>Shipping: F.O.B., Destination<br>Terms: Net 30 | **INVOICE** | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA |
|---|---|---|---|---|

| Department | | Bid Number | Requisition Number |
|---|---|---|---|
| ADMINISTRATION | **MPA-229** | **B02775** | |

| Item | | Unit | Unit Price |
|---|---|---|---|
| | 5/17/04 - 9/30/06<br><br>MASTER PRICE AGREEMENT #229<br><br>THIS IS A NOTICE OF AWARD, NOT AN ORDER.  Any quantity reference in the agreement or in the bid preceding it are estimates only and do not represent a commitment on the part of the state to any level of billing activity, other than for quantities or volumes specifically released during the term.  No action is to be taken except as specifically authorized, as described herein under AUTHORIZATION AND RELEASE.<br><br>ENTIRE AGREEMENT - This NOTICE OF AWARD, with all attachments, and any release(s) against it shall be subject to: (1) the specifications, terms and conditions set forth in the Request/Bid Number cited herein, (2) the General Terms and Conditions of Contracts for the State of Rhode Island and (3) all provisions of, and the Rules and Regulations promulgated pursuant to, Title 37, Chapter 2 of the General Laws of the State of Rhode Island.  This NOTICE shall constitute the entire agreement between the State of Rhode Island and the Vendor.  No assignment of rights or responsibility will be permitted except with the express written permission of the State Purchasing Agent or his designee.<br><br>CANCELLATION, TERMINATION and EXTENSION - This Price Agreement shall automatically terminate as of the date(s) described under CONTRACT PERIOD unless this Price Agreement is altered by formal amendment by the State Purchasing Agent or his designee upon mutual agreement between the State and the Vendor.<br><br>AUTHORIZATION AND RELEASE.  In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency.<br><br>A Direct Purchase Order (DPO) shall be created by the agency listing the items ordered, using the pricing and format set forth in the Master Blanket.   All pricing shall be as described in the Master Blanket and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein.  All prices include prepaid freight.  Freight, taxes, surcharges, or other additional charges will not be honored unless reflected in Master Blanket. | | |

This Notice of Award/Purchase Order is issued in accordance with the specific requirements described herein and the State's Purchasing Regulations and General Conditions of Purchase, copies of which are available at www.purchasing.state.ri.us. Delivery of goods or services as described herein shall be deemed acceptance of these requirements.

COPY

| STATE PURCHASING AGENT/DESIGNEE |
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# Notice of Price Agreement Award

**STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS**
**CAPITOL HILL**
**PROVIDENCE RI 02908**

| **V E N D O R** | VENTURI TECHNOLOGY PARTNERS<br>400-1 TOTTEN POND RD<br>WALTHAM MA 02451 |
|---|---|

## COMPUTER TRAINING SERVICES

| Award Number | Effective Period: |
|---|---|
| **68M00303808** | **5/17/04 - 9/30/06** |

| **S H I P T O** | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA | Date: 05/20/2004<br>Buyer: JEROME MOYNIHAN<br>Shipping: F.O.B., Destination<br>Terms: Net 30 | **I N V O I C E** | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA |
|---|---|---|---|---|

| Department | | Bid Number | Requisition Number |
|---|---|---|---|
| ADMINISTRATION | **MPA-229** | **B02775** | |

| Item | | Unit | Unit Price |
|---|---|---|---|
| | THIS IS A MULTI-YEAR BID/CONTRACT. PER RHODE ISLAND STATE LAW 37-2-33, CONTRACT OBLIGATIONS BEYOND THE CURRENT FISCAL YEAR ARE SUBJECT TO AVAILABILITY OF FUNDS. CONTINUATION OF THE CONTRACT BEYOND THE INITIAL FISCAL YEAR WILL BE AT THE DISCRETION OF THE STATE. TERMINATION MAY BE EFFECTED BY THE STATE BASED UPON DETERMINING FACTORS SUCH AS UNSATISFACTORY PERFORMANCE OR THE DETERMINATION BY THE STATE TO DISCONTINUE THE GOODS/SERVICES, OR TO REVISE THE SCOPE AND NEED FOR THE TYPE OF GOODS/SERVICES; ALSO MANAGEMENT OWNER DETERMINATIONS THAT MAY PRECLUDE THE NEED FOR GOODS/SERVICES. | | |
| | STATEWIDE APPLICABILITY - Political Subdivisions (cities, towns, schools, quasi-public agencies), as authorized by law, may participate in this Agreement. All ordering and billing shall be between the vendor and the political subdivision (only). | | |
| | EVERY PERSON OR BUSINESS ENTITY PROVIDING GOODS OR SERVICES AT A COST OF $5000 CUMULATED VALUE IS REQUIRED TO FILE AN AFFIDAVIT REGARDING POLITICAL CAMPAIGN CONTRIBUTIONS WITH THE RI STATE BOARD OF ELECTIONS EVEN IF NO REPORTABLE CAMPAIGN CONTRIBUTIONS HAVE BEEN MADE. (RI GENERAL LAW 17-27) FORMS OBTAINED AT BOARD OF ELECTIONS, CAMPAIGN FINANCE DIVISION, 50 BRANCH AVENUE, PROVIDENCE, RI 02904 (401-222-2056). | | |
| | THIS PURCHASE ORDER IS AWARDED SUBJECT TO EQUAL OPPORTUNITY COMPLIANCE. | | |
| | MASTER PRICE AGREEMENT #229, ADMINISTERED BY THE DOA / INFORMATION TECHNOLOGY DIVISION (FORMERLY, OLIS), COMMENCING ON, 17 MAY 04 - 30 SEPT 04 (TERM 1); 1 OCT 04 - 30 SEPT 05 (TERM 2); 1 OCT 05- 30 SEPT 06 (TERM 3). | | |
| | PROVIDE TRAINING FOR A VARIETY OF STANDARD OFF THE SHELF SOFTWARE PRODUCTS TO END USERS, APPLICATION DEVELOPERS, SERVER ADMINISTRATORS AND NETWORK ADMINISTRATORS IN A VARIETY OF FORMATS. | | |

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# Notice of Price Agreement Award

**STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS**
**CAPITOL HILL**
**PROVIDENCE RI 02908**

| V E N D O R | VENTURI TECHNOLOGY PARTNERS<br>400-1 TOTTEN POND RD<br>WALTHAM MA 02451 | **COMPUTER TRAINING SERVICES** | |
|---|---|---|---|
| | | Award Number<br><br>**68M00303808** | Effective Period:<br><br>**5/17/04 - 9/30/06** |

| S H I P T O | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA | Date: 05/20/2004<br>Buyer: JEROME MOYNIHAN<br>Shipping: F.O.B., Destination<br>Terms: Net 30 | I N V O I C E | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA |
|---|---|---|---|---|

| Department | | Bid Number | Requisition Number |
|---|---|---|---|
| ADMINISTRATION | **MPA-229** | **B02775** | |

| Item | | Unit | Unit Price |
|---|---|---|---|
| | END USER TRAINING INCLUDES DEVELOPMENT OF MATERIALS AND CLASSROOM EXPERIENCES.<br><br>APPLICATION DEVELOPMENT TRAINING INCLUDES DEVELOPMENT OF MATERIALS AND CLASSROOM EXPERIENCES.<br><br>NETWORK ADMINISTRATION TRAINING, INCLUDES DEVELOPMENT OF MATERIALS AND CLASSROOM EXPERIENCES.<br><br>TRAINING TOPICS:<br><br>END USER TRAINING, INCLUDES INTRODUCTION(S) TO PC USE, OPERATING SYSTEMS, PRODUCTIVITY TOOLS AND WEB AUTHORING TOOLS DELINEATED IN RI STATE MINIMUM DESKTOP STANDARDS, SUCH AS:<br><br>WINDOWS 95, NT, WINDOWS2000, WINDOWS XP<br>MICROSOFT OFFICE (WORD, EXCEL, ACCESS, POWERPOINT, PHOTO EDITOR, ETC.)<br>MICROSOFT FRONT PAGE<br>MICROSOFT PROJECT<br>DREAMWEAVER<br>NOVELL GROUPWISE<br>NETSCAPE NAVIGATOR<br>MICROSOFT INTERNET EXPLORER<br>OTHER PRODUCTIVITY AND WEB AUTHORING TOOLS<br><br>TECHNICAL STAFF TRAINING IN APPLICATION DEVELOPMENT, INCLUDING ADVANCED UTILIZATION OF END USER TOOLS, AND SUCH DEVELOPMENT AND SCRIPTING LANGUAGES AS:<br><br>VISUAL BASIC<br>JAVA<br>XML<br>PHP<br>PEARL SCRIPT | | |

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# Notice of Price Agreement Award

**STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS**
**CAPITOL HILL**
**PROVIDENCE RI 02908**

**V E N D O R**

VENTURI TECHNOLOGY PARTNERS
400-1 TOTTEN POND RD
WALTHAM MA 02451

## COMPUTER TRAINING SERVICES

| Award Number | Effective Period: |
|---|---|
| **68M00303808** | **5/17/04 - 9/30/06** |

**S H I P T O**

ADMINISTRATION
MASTER PRICE AGREEMENT
RELEASE AGAINST RI MPA

Date: 05/20/2004

Buyer: JEROME MOYNIHAN

Shipping: F.O.B., Destination

Terms: Net 30

**I N V O I C E**

ADMINISTRATION
MASTER PRICE AGREEMENT
RELEASE AGAINST RI MPA

| Department | | Bid Number | Requisition Number |
|---|---|---|---|
| ADMINISTRATION | **MPA-229** | **B02775** | |

| Item | | Unit | Unit Price |
|---|---|---|---|
| | TECHNICAL STAFF TRAINING IN SERVER/NETWORK ADMINISTRATION, FOR EXAMPLE:<br><br>MICROSOFT NT/WINDOWS2000 SERVER<br>MICROSOFT BACK OFFICE APPLICATIONS<br>NOVELL NETWARE<br>NOVELL GROUPWISE, MANAGEWISE, ZENWORKS<br>NOVELL BORDERMANAGER, FIREWALL<br>NETSCAPE SERVER/APACHE SERVER, ETC.<br>UNIX ADMINISTRATION<br><br>MEDIA/VENUES:  CLASSROOM TRAINING AT STATE TRAINING FACILITIES<br><br>TRAINING FOR STANDARD SOFTWARE PACKAGES WILL HAVE UP TO 15 PEOPLE IN ATTENDANCE AT A TIME. THE TRAINER WILL FREQUENTLY BE REQUIRED TO ADAPT THE CURRICULUM TO ACCOMMODATE THE CUSTOMARY USAGE OF THE SOFTWARE INVOLVED AMONG THOSE TO BE TRAINED. CUSTOMIZATION WILL BE SPECIFIED IN SCOPE OF WORK STATEMENTS PRIOR TO EACH ENGAGEMENT.  PRICING INCLUDES STANDARD TRAINING PACKAGES AND INCREMENTS TO ACCOMMODATE CUSTOMIZATION AND/OR PER TRAINING HOUR PER STUDENT.<br><br>CLASSROOM TRAINING AT VENDOR'S FACILITY:<br><br>WILL BE DESIGNED TO SPECIFICATIONS AS NEEDED.  PRICING INCLUDES STANDARD TRAINING PACKAGES AND/OR PER TRAINING HOUR PER STUDENT AND/OR PER HOUR USE OF FACILITY.<br><br>OTHER TRAINING: INCLUDING (EXAMPLES):<br>SELF-STUDY MATERIALS<br>TRAINING DATABASE DESIGN AND CONTENT<br>AUDIOVISUAL (AV) SELF STUDY PACKAGES<br>COMPUTER BASED (CBT) AND WEB BASED TRAINING<br>DISTANCE LEARNING OPPORTUNITIES<br>COACHING/TUTORING, ESPECIALLY FOR TECHNICAL STAFF | | |

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**STATE PURCHASING AGENT/DESIGNEE**

# Notice of Price Agreement Award

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CAPITOL HILL
PROVIDENCE RI 02908

| **V E N D O R** | VENTURI TECHNOLOGY PARTNERS<br>400-1 TOTTEN POND RD<br>WALTHAM MA 02451 |
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## COMPUTER TRAINING SERVICES

| Award Number | Effective Period: |
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| **68M00303808** | **5/17/04 - 9/30/06** |

| **S H I P T O** | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA | Date: 05/20/2004<br>Buyer: JEROME MOYNIHAN<br>Shipping: F.O.B., Destination<br>Terms: Net 30 | **I N V O I C E** | ADMINISTRATION<br>MASTER PRICE AGREEMENT<br>RELEASE AGAINST RI MPA |
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| Department | | Bid Number | Requisition Number |
|---|---|---|---|
| ADMINISTRATION | **MPA-229** | **B02775** | |

| Item | | Unit | Unit Price |
|---|---|---|---|
| 1.0 | INSTRUCTIONAL MATERIALS & SERVICES PAID IN DOLLAR INCREMENTS<br><br><br>SEE PRICING ATTACHED.<br><br>DELIVERY OF GOODS OR SERVICES AS REQUESTED BY AGENCY.  PAYMENTS WILL BE AUTHORIZED UPON SUBMISSION OF PROPERLY RENDERED  INVOICES TO THE RECEIVING AGENCY.  ANY UNUSED BALANCE AT END OF BLANKET PERIOD IS AUTOMATICALLY CANCELLED.<br><br>TELEPHONE #:  781-890-7007<br>FAX #:  781-890-4433<br>E-MAIL:  lmelim@rwu.edu | EA | 1.00 |

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## TERMS AND CONDITIONS OF PRICING AGREEMENT

**SCOPE AND LIMITATIONS** - This Agreement covers requirements as described herein, ordered by State agencies during the Agreement Period. No additional or alternative requirements are covered, unless added to the Agreement by formal amendment by the State Purchasing Agent or his designee.

Under State Purchasing Law, 37-2-54, "no purchase or contract shall be binding on the state or any agency thereof unless approved by the department [of administration] or made under general regulations which the chief purchasing officer may prescribe." Under State Purchasing Regulation 8.2.1.1.2, "any alleged oral agreement or arrangements made by a bidder or contractor with any agency or an employee of the Office of Purchases may be disregarded and shall not be binding on the state."

**PRODUCT ACCEPTANCE -** All merchandise offered or otherwise provided shall be new, of prime manufacture, and of first quality unless otherwise specified by the State. The State reserves the right to reject all nonconforming goods, and to cause their return for credit or replacement, at the State's option.
a) Failure by the state to discover latent defect(s) or concealed damage or non-conformance shall not foreclose the State's right to subsequently reject the goods in question.
b) Formal or informal acceptance by the State of non-conforming goods shall not constitute a precedent for successive receipts or procurements.

Where the vendor fails to cure the defect promptly or replace the goods, the State reserves the right to cancel the Release, contract with a different vendor, and to invoice the original vendor for any differential in price over the original contract price.

### ORDER AUTHORIZATION AND RELEASE AGAINST PRICING AGREEMENT

**In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency.**

**State Agencies** shall request release as follows: All releases shall reference the Price Agreement number, the Contract Issue number, the item(s) covered, and the unit pricing in the same format as described herein.

A Department Purchase Order (DPO) listing the items ordered shall be created by the agency. The agency may mail or fax a copy of the order to the Vendor. In some cases the agency may request delivery by telephone, but must provide the Vendor with a DPO Order Number reference for billing purposes. Vendors are encouraged to require written orders to assure payments are processed accurately and promptly.

**DELIVERY** – If this is an MPA, Vendor will obtain "ship to" information from each participating agency. This information will be contained in the DPO. APA delivery information will be contained in the Notice of Award.

**PRICING** - All pricing shall be as described herein, and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein. All prices include prepaid freight. Freight, taxes, surcharges, or other additional charges will not be honored unless reflected herein.

**INVOICING** – All invoices shall reference the DPO Order Number(s), Price Agreement number, the Contract Issue number, the item(s) covered, and the unit pricing in the same format as described herein. If this is an MPA, Vendor will obtain "bill to" information from each participating agency. This information will be contained in the DPO. APA billing information will be contained in the Notice of Award.

**PAYMENT** - Invoices for items not received, not priced according to contract or for work not yet performed will not be honored. No payment will be processed to any vendor for whom there is no IRS W-9 on file with the State Controller.

Training delivery is per Unit. Unit is defined as 6 hours. Reference material is per participant, per class and is not included in the delivery cost. Training accommodates up to 15 participants. Customization/Mentoring fees are an additional per hour cost. Training Facilities are priced per Unit and additional to Delivery cost. Venturi estimated a 5% increase over each term outlined in this proposal.

| Item | Unit | Price | Cost/Unit (unless otherwise indicated) Term 1 ($) | Cost/Unit (unless otherwise indicated) Term 2 ($) | Cost/Unit (unless otherwise indicated) Term 3 ($) | Certification (Y/N) |
|---|---|---|---|---|---|---|
| **End User Training** | | | current | current + 5% | 2nd year +5% | |
| **Introduction to MS Word** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Intermediate MS Word** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Advanced MS Word** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | N |
| **Introduction to MS Excel** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Intermediate MS Excel** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Advanced MS Excel** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |

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|---|---|---|---|---|---|---|
| **Introduction to MS PowerPoint** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Intermediate MS PowerPoint** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Advanced MS PowerPoint** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Introduction to MS Access** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Intermediate MS Access** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Advanced to MS Access** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Internet Explorer Basic** | 1 | $1,800 | $1,800 | $1,890 | $1,985 | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Introduction to Windows** | | | | | | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Intermediate Windows** | | | | | | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Advanced Windows** | | | | | | N |
| Classroom State Facility | 1 | $1,800 | $1,800 | $1,890 | $1,985 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Beginning XHTML** | 2 | $3,325 | $1,663 | $1,746 | $1,833 | N |
| Classroom State Facility | 2 | $3,325 | $1,663 | $1,746 | $1,833 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $35/per participant | $37/per participant | $39/per participant | |
| **Microsoft Visio 2002 Professional – Level 1** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | N |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Microsoft Visio 2002 Professional – Level 2** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | N |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $25/per participant | $26/per participant | $27/per participant | |
| **Introduction to Microsoft Project 2002** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | Y |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Advanced Microsoft Project 2002** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | Y |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Microsoft Project 2002 Web Access for Managers and Executives** | 1/6 | $300 | $300 | $315 | $331 | Y |

| | | | | | | |
|---|---|---|---|---|---|---|
| Classroom State Facility | 1/6 | $300 | $300 | $315 | $331 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $10/ per participant | $10.50/per participant | $11/per participant | |
| **Microsoft Project 2002 Web Access for Team Members** | 1/4 | $600 | $300 | $315 | $331 | Y |
| Classroom State Facility | 1/4 | $600 | $300 | $315 | $331 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $10/ per participant | $10.50/per participant | $11/per participant | |
| **Introduction to Microsoft Project 2000** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | Y |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $18/per participant | $19/per participant | $20/per participant | |
| **Advanced Microsoft Project 2000** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | Y |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $36/per participant | $38/per participant | $40/per participant | |
| **Lotus Notes End User** | 1 | $2,200 | $2,200 | $2,310 | $2,426 | N |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $50/per participant | $53/per participant | $56/per participant | |
| **Lotus Notes Basic Application Development** | 4 | $6,500 | $1,625 | $1,706 | $1,792 | N |
| Classroom State Facility | 4 | $6,500 | $1,625 | $1,706 | $1,792 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Lotus Notes Intermediate Application Development** | 4 | $6,500 | $1,625 | $1,706 | $1,792 | N |
| Classroom State Facility | 4 | $6,500 | $1,625 | $1,706 | $1,792 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Lotus Notes User Support** | 2 | $3,500 | $1,750 | $1,838 | $1,929 | N |
| Classroom State Facility | 2 | $3,500 | $1,750 | $1,838 | $1,929 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |

| Item | Unit | Price | Cost/Unit (unless otherwise indicated) Term 1 ($) | Cost/Unit (unless otherwise indicated) Term 2 ($) | Cost/Unit (unless otherwise indicated) Term 3 ($) | Certification (Y/N) |
|---|---|---|---|---|---|---|
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $50/per participant | $53/per participant | $56/per participant | |
| **Using Lotus iNotes Web Access** | 1 | $2,200 | $2,200 | $2,310 | $2,426 | N |
| Classroom State Facility | 1 | $2,200 | $2,200 | $2,310 | $2,426 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $50/per participant | $53/per participant | $56/per participant | |

Training delivery is per Unit. Unit is defined as 6 hours.  Reference material is per participant, per class and is not included in the delivery cost. Training accommodates up to 15 participants. Customization/Mentoring fees are an additional per hour cost. Training Facilities are priced per Unit and additional to Delivery cost. Venturi estimated a 5% increase over each term outlined in this proposal.

| Item | Unit | Price | Cost/Unit (unless otherwise indicated) Term 1 ($) | Cost/Unit (unless otherwise indicated) Term 2 ($) | Cost/Unit (unless otherwise indicated) Term 3 ($) | Certification (Y/N) |
|---|---|---|---|---|---|---|
| **Technical Staff Training: Application Development** | | | | | | |
| **Crystal Reports 9.0 Design I Introductory** | 2 | $4,000 | $2,000 | $2,100 | $2,205 | Y |
| Classroom State Facility | 2 | $4,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Reports 9.0 Design II Intermediate** | 2 | $4,000 | $2,000 | $2,100 | $2,205 | Y |
| Classroom State Facility | 2 | $4,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Reports 9.0 Design III Advanced** | 1 | $2,000 | $2,000 | $2,100 | $2,205 | Y |
| Classroom State Facility | 1 | $2,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **Crystal Reports 8.5 Design I Introductory** | 2 | $4,000 | $2,000 | $2,100 | $2,205 | Y |
| Classroom State Facility | 2 | $4,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Reports 8.5 Design II Intermediate** | 2 | $4,000 | $2,000 | $2,100 | $2,205 | Y |
| Classroom State Facility | 2 | $4,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |

| Description | Qty | | | | | |
|---|---|---|---|---|---|---|
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Reports 8.5 Design III Advanced** | 1 | $2,000 | $2,000 | $2,100 | $2,205 | Y |
| Classroom State Facility | 1 | $2,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **Crystal Reports Integration for Web Developers 8.5** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125 | | | |
| **Crystal Reports Integration for VB Developers 8.5** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Seagate Info Admin Fundamentals 7.5** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Seagate Info Advanced Admin and Deployment 7.5** | 3 | $9,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 3 | $9,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Seagate Info Desktop & Worksheet 7.5** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Seagate Info Desktop 7.5** | 1 | $3,000 | $3,000 | $3,150 | $3,308 | Y |

| | | | | | | |
|---|---|---|---|---|---|---|
| Classroom State Facility | 1 | $3,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **Seagate Info Cube Designer 7.5** | 1 | $3,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 1 | $3,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **Crystal Enterprise 8.0 Administration** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Enterprise 8.5 Administration** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Enterprise 9.0 Administration** | 3 | $9,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 3 | $9,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Crystal Enterprise 8.0 Web Development** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Crystal Enterprise 8.0 Smart Reporting Application Development** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **BusinessObjects 5i Core Reporting Concepts** | 1 | $3,600 | $3,600 | $3,780 | $3,969 | Y |
| Classroom State Facility | 1 | $3,600 | $3,600 | $3,780 | $3,969 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **BusinessObjects 5i Intermediate Reporting Concepts** | 1 | $3,600 | $3,600 | $3,780 | $3,969 | Y |
| Classroom State Facility | 1 | $3,600 | $3,600 | $3,780 | $3,969 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **BusinessObjects 5i Advanced Reporter** | 1 | $3,600 | $3,600 | $3,780 | $3,969 | Y |
| Classroom State Facility | 1 | $3,600 | $3,600 | $3,780 | $3,969 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **BusinessObjects 5i Variables and Functions in Advanced Report Creation** | 1 | $3,600 | $3,600 | $3,780 | $3,969 | Y |
| Classroom State Facility | 1 | $3,600 | $3,600 | $3,780 | $3,969 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **BusinessObjects 5i Designer** | 3 | $8,520 | $2,840 | $2,982 | $3,131 | Y |
| Classroom State Facility | 3 | $8,520 | $2,840 | $2,982 | $3,131 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $330/per participant | $347/per participant | $364/per participant | |
| **BusinessObjects 5i Advanced Designer** | 1 | $3,720 | $3,720 | $3,906 | $4,101 | Y |
| Classroom State Facility | 1 | $3,720 | $3,720 | $3,906 | $4,101 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $110/per participant | $116/per participant | $122/per participant | |
| **WebIntelligence 2.5/2.6 Administrator** | 1 | $3,840 | $3,840 | $4,032 | $4,234 | Y |
| Classroom State Facility | 1 | $3,840 | $3,840 | $4,032 | $4,234 | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $110/per participant | $116/per participant | $122/per participant | |
| **WebIntelligence 2.5/2.6 for Users** | 1 | $3,840 | $3,840 | $4,032 | $4,234 | Y |
| Classroom State Facility | 1 | $3,840 | $3,840 | $4,032 | $4,234 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **JavaScript Fundamentals** | 3 | $6,050 | $2,017 | $2,118 | $2,223 | N |
| Classroom State Facility | 3 | $6,050 | $2,017 | $2,118 | $2,223 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $105/per participant | $110/per participant | $116/per participant | |
| **Intermediate JavaScript** | 3 | $6,050 | $2,017 | $2,118 | $2,223 | N |
| Classroom State Facility | 3 | $6,050 | $2,017 | $2,118 | $2,223 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $105/per participant | $110/per participant | $116/per participant | |
| **Cascading Style Sheets** | 2 | $4,400 | $2,200 | $2,310 | $2,426 | N |
| Classroom State Facility | 2 | $4,400 | $2,200 | $2,310 | $2,426 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $70/per participant | $74/per participant | $78/per participant | |
| **(DHTML)** | 3 | $6,050 | $2,017 | $2,118 | $2,223 | N |
| Classroom State Facility | 3 | $6,050 | $2,017 | $2,118 | $2,223 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $105/per participant | $110/per participant | $116/per participant | |
| **Beginning Active Server Pages 3.0** | 3 | $10,050 | $3,350 | $3,518 | $3,693 | N |
| Classroom State Facility | 3 | $10,050 | $3,350 | $3,518 | $3,693 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Advanced Active Server Pages 3.0** | 2 | $8,025 | $4,013 | $4,213 | $4,424 | N |

| | | | | | |
|---|---|---|---|---|---|
| Classroom State Facility | 2 | $8,025 | $4,013 | $4,213 | $4,424 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **Introduction to eXtensible Markup Language (XML)** | 2 | $8,025 | $4,013 | $4,213 | $4,424 | N |
| Classroom State Facility | 2 | $8,025 | $4,013 | $4,213 | $4,424 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $30/per participant | $32/per participant | $34/per participant | |
| **Advanced eXtensible Markup Language (XML), Includes XSLT** | 3 | $10,050 | $3,350 | $3,518 | $3,693 | N |
| Classroom State Facility | 3 | $10,050 | $3,350 | $3,518 | $3,693 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $30/per participant | $32/per participant | $34/per participant | |
| **Data Modeling** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $60/per participant | $63/per participant | $66/per participant | |
| **Introduction to Oracle (include ANSI SQL)** | 5 | $10,000 | $2,000 | $2,100 | $2,205 | N |
| Classroom State Facility | 5 | $10,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $135/per participant | $142/per participant | $149/per participant | |
| **Oracle PL/SQL Programming** | 3 | $8,100 | $2,700 | $2,835 | $2,977 | N |
| Classroom State Facility | 3 | $8,100 | $2,700 | $2,835 | $2,977 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $85/per participant | $89/per participant | $93/per participant | |
| **Oracle Application Tuning** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | N |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |

| | | | $150/per hour | $158/ per hour | $166/ per hour | |
|---|---|---|---|---|---|---|
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $85/per participant | $89/per participant | $93/per participant | |
| **Oracle Database Admin (Architecture and Security)** | 5 | $12,000 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 5 | $12,000 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Back up and recovery with Oracle RMAN** | 2 | $5,400 | $2,700 | $2,835 | $2,977 | N |
| Classroom State Facility | 2 | $5,400 | $2,700 | $2,835 | $2,977 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $125/per participant | $131/per participant | $138/per participant | |
| **Advanced PL/SQL Programming** | 3 | $8,100 | $2,700 | $2,835 | $2,977 | N |
| Classroom State Facility | 3 | $8,100 | $2,700 | $2,835 | $2,977 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $85/per participant | $89/per participant | $93/per participant | |
| **Oracle 9i Differences for DBA** | 4 | $9,600 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 4 | $9,600 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Introduction to Oracle for Sybase Developers** | 5 | $10,500 | $2,100 | $2,205 | $2,315 | N |
| Classroom State Facility | 5 | $10,500 | $2,100 | $2,205 | $2,315 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Programming with Microsoft Visual Basic .NET** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Programming with Microsoft ADO.NET** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |

| Description | | | | | | |
|---|---|---|---|---|---|---|
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Programming with C#** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Developing Microsoft ASP.NET Web Applications Using Visual Studio .NET** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Developing Microsoft .NET Applications for Windows (Visual Basic .NET)** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Developing Microsoft .NET Applications for Windows (Visual C# .NET)** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Modeling Business Requirements to Create a Database Using Microsoft Visual Studio .NET Enterprise Architect** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Developing and Deploying Microsoft BizTalk Server 2000 Solutions** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |

| | | | | | | |
|---|---|---|---|---|---|---|
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Developing XML Web Services Using Microsoft ASP.NET** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Building COM+ Applications Using Microsoft .NET Enterprise Services** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Visio 2002 Developer Solutions Workshop** | 3 | $5,000 | $1,667 | $1,750 | $1,838 | N |
| Classroom State Facility | 3 | $5,000 | $1,667 | $1,750 | $1,838 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $30/per participant | $32/per participant | $34/per participant | |
| **Microsoft Project 2002 Application Administration** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | Y |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Managing Enterprise Projects – MS Project 2002** | 1 | $2,800 | $2,800 | $2,940 | $3,087 | Y |
| Classroom State Facility | 1 | $2,800 | $2,800 | $2,940 | $3,087 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Introduction to Java Programming (includes GUI)** | 5 | $10,000 | $2,000 | $2,100 | $2,205 | N |

| | | | | | | |
|---|---|---|---|---|---|---|
| Classroom State Facility | 5 | $10,000 | $2,000 | $2,100 | $2,205 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $135/per participant | $142/per participant | $149/per participant | |
| **Fundamentals of Java Programming (no GUI)** | 3 | $7,200 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 3 | $7,200 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $85/per participant | $89/per participant | $93/per participant | |
| **Essentials of Java Programming (refresher for Java Programmers)** | 3 | $7,200 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 3 | $7,200 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $85/per participant | $89/per participant | $93/per participant | |
| **Java for Mainframe Developers** | 5 | $11,000 | $2,200 | $2,310 | $2,426 | N |
| Classroom State Facility | 5 | $11,000 | $2,200 | $2,310 | $2,426 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $135/per participant | $142/per participant | $149/per participant | |
| **Introduction to GUI Programming** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $60/per participant | $63/per participant | $66/per participant | |
| **Java JDBC Programming (database)** | 3 | $7,200 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 3 | $7,200 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $85/per participant | $89/per participant | $93/per participant | |
| **Introduction to JavaBeans** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Reference Material | | | $60/per participant | $63/per participant | $66/per participant | |
| **Java Advanced Core Technique (DB, WE Application developers)** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $70/per participant | $74/per participant | $78/per participant | |
| **Java Swing – GUI Development** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $60/per participant | $63/per participant | $66/per participant | |
| **Java Thread Programming** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $60/per participant | $63/per participant | $66/per participant | |
| **Java Network Programming** | 2 | $4,800 | $2,400 | $2,520 | $2,646 | N |
| Classroom State Facility | 2 | $4,800 | $2,400 | $2,520 | $2,646 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $60/per participant | $63/per participant | $66/per participant | |
| **Requirements Planning and Analysis** | 2 | $4,200 | $2,100 | $2,205 | $2,315 | N |
| Classroom State Facility | 2 | $4,200 | $2,100 | $2,205 | $2,315 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $70/per participant | $74/per participant | $78/per participant | |
| **Requirements Gathering with Use Cases and the UML** | 2 | $5,800 | $2,900 | $3,045 | $3,197 | N |
| Classroom State Facility | 2 | $5,800 | $2,900 | $3,045 | $3,197 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $120/per participant | $126/per participant | $132/per participant | |
| **Object-Oriented Analysis & Design Using UML** | 3 | $10,500 | $3,500 | $3,675 | $3,859 | N |
| Classroom State Facility | 3 | $10,500 | $3,500 | $3,675 | $3,859 | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $180/per participant | $189/per participant | $198/per participant | |
| **Basic Applications for Lotus Domino Designer** | 4 | $6,500 | $1,625 | $1,706 | $1,792 | N |
| Classroom State Facility | 4 | $6,500 | $1,625 | $1,706 | $1,792 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Programming Languages for Lotus Domino Designer R5: @ Functions** | 1 | $2,700 | $2,700 | $2,835 | $2,977 | N |
| Classroom State Facility | 1 | $2,700 | $2,700 | $2,835 | $2,977 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Server Agents for Lotus Domino Designer R5** | 1 | $2,700 | $2,700 | $2,835 | $2,977 | N |
| Classroom State Facility | 1 | $2,700 | $2,700 | $2,835 | $2,977 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Lotus Domino R5 Administration Basics** | 4 | $6,500 | $1,625 | $1,706 | $1,792 | N |
| Classroom State Facility | 4 | $6,500 | $1,625 | $1,706 | $1,792 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |
| **Lotus Domino R5 Mail Administration** | 1 | $2,700 | $2,700 | $2,835 | $2,977 | N |
| Classroom State Facility | 1 | $2,700 | $2,700 | $2,835 | $2,977 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $80/per participant | $84/per participant | $88/per participant | |

Training delivery is per Unit. Unit is defined as 6 hours. Reference material is per participant, per class and is not included in the delivery cost. Training accommodates up to 15 participants. Customization/Mentoring fees are an additional per hour cost. Training Facilities are priced per Unit and additional to Delivery cost. Venturi estimated a 5% increase over each term outlined in this proposal.

| Item | Unit | Price | Cost/Unit (unless otherwise indicated) Term 1 ($) | Cost/Unit (unless otherwise indicated) Term 2 ($) | Cost/Unit (unless otherwise indicated) Term 3 ($) | Certification (Y/N) |
|---|---|---|---|---|---|---|
| **Technical Staff Training: Server/Network Admin** | | | | | | |
| **Microsoft Windows 2000 Network and Operating System Essentials** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Professional and Server** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Basic Administration of Microsoft Windows 2000** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Implementing and Administering Microsoft Windows 2000 Directory Services** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Implementing a Microsoft Windows 2000 Network Infrastructure** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Updating Support Skills from Microsoft Windows NT 4.0 to Microsoft Windows 2000** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Designing a Microsoft Windows 2000 Directory Services Infrastructure** | 3 | $7,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 3 | $7,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $150/per participant | $158/per participant | $166/per participant | |
| **Designing a Secure Microsoft Windows 2000 Network** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Designing a Microsoft Windows 2000 Networking Services Infrastructure** | 4 | $10,000 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 4 | $10,000 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $200/per participant | $210/per participant | $221/per participant | |
| **Programming a Microsoft SQL Server 2000 Database** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Designing and Implementing OLAP Solutions using Microsoft SQL Server 2000** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |

| Item | Unit | Price | Term 1 ($) | Term 2 ($) | Term 3 ($) | Certification (Y/N) |
|---|---|---|---|---|---|---|
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Administering a Microsoft SQL Server 2000 Database** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| **Coaching/tutoring** | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Querying Microsoft SQL Server 2000 with Transact-SQL** | 2 | $5,000 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 2 | $5,000 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **System Administration for Microsoft SQL Server 7.0** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |
| **Implementing a Database on Microsoft SQL Server 7.0** | 5 | $12,500 | $2,500 | $2,625 | $2,756 | Y |
| Classroom State Facility | 5 | $12,500 | $2,500 | $2,625 | $2,756 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $250/per participant | $263/per participant | $276/per participant | |

**Training delivery is per Unit. Unit is defined as 6 hours. Reference material is per participant, per class and is not included in the delivery cost. Training accommodates up to 15 participants. Customization/Mentoring fees are an additional per hour cost. Training Facilities are priced per Unit and additional to Delivery cost. Venturi estimated a 5% increase over each term outlined in this proposal.**

| Item | Unit | Price | Cost/Unit (unless otherwise indicated) Term 1 ($) | Cost/Unit (unless otherwise indicated) Term 2 ($) | Cost/Unit (unless otherwise indicated) Term 3 ($) | Certification (Y/N) |
|---|---|---|---|---|---|---|
| **Other Training** | | | | | | |
| **Project Management Fundamentals** | 4 | $12,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 4 | $12,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |

| | | | | | | |
|---|---|---|---|---|---|---|
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $100/per participant | $105/per participant | $110/per participant | |
| **Advanced Risk Management** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $30/per participant | $32/per participant | $33/per participant | |
| **Auditing an Information Technology Project** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $30/per participant | $32/per participant | $33/per participant | |
| **How to Implement a Project Management Office** | 1 | $3,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 1 | $3,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $10/per participant | $10.50/per participant | $11.00/per participant | |
| **Playing on the Project Team** | 2 | $6,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 2 | $6,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $30/per participant | $32/per participant | $33/per participant | |
| **Project Cost Estimating** | 1 | $3,000 | $3,000 | $3,150 | $3,308 | Y |
| Classroom State Facility | 1 | $3,000 | $3,000 | $3,150 | $3,308 | |
| Classroom Vendor Facility | | | $750 | $788 | $827 | |
| Coaching/tutoring | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Customization | | | $150/per hour | $158/ per hour | $166/ per hour | |
| Reference Material | | | $10/per participant | $10.50/per participant | $11.00/per participant | |